

Pricing Process for 2016-17

When the WNYRIC sets pricing for the upcoming year, we only review the WNYRIC costs. No vendor costs are included but we work with vendors to get the best pricing to keep costs down.

Process WNYRIC follows for determining new pricing:

1. Our goal is to stay below a 2% proposed increase to each individual service so the overall increase for all districts is less than 2%.
2. Review last year's end of year budget to find areas that had excess revenue or shortage of revenue, especially labor intensive services where salary and benefits need to be covered. These services are looked at to increase or decrease costs accordingly.
3. Review budgets in November/December to see if any other adjustments need to be made based on excess revenue or a shortage of revenue in a service. Costs are adjusted accordingly
4. Review new aspects to services or possible new services which will require additional staff in order to support services which may be based on increased participation or changes in the software. Service costs are adjusted accordingly
5. Once all pricing has been determined and applied, the overall changes are reviewed and adjusted if necessary for the overall increase is less than 2%.

For 2016-17:

1. Overall increase for services provided by WNYRIC for WNYRIC costs is 1.91%
2. 88% of all districts increases are between -0.87% and 2.85%
3. 92% of all districts total increase in dollars is \$8,600 or less.
4. Those that are over 2% and/or \$8,600 large districts that have a lot of services, small districts that have low participation totals, multiple WNYRIC staff and/or are VOIP districts.
5. Overall VOIP revenue was not covering the expenses of the service. Additional staff has been assigned.
6. The following are some ways in which the WNYRIC contained costs
 - Cooperative bidding for hardware and maintenance on all network equipment
 - Use of coupon bid process
 - Centralized build of enterprise software patch management servers so this cost is not incurred by school districts
 - Procured Cyber Insurance to contain costs in case of a breach
 - Used RTTT funds to procure infrastructure costs which benefitted all districts
 - Continue to work with Gartner and InfoTech in researching initiatives related to cost effectiveness for Infrastructure and Operations
 - Purchase of monitoring and security software to increase efficiency
 - Collaborate with other RICs for shared Microsoft Premier Support contract which is lowest price offered and has allowed our staff to have the highest level of incident support as well as training and design sessions with Microsoft engineers
 - Continued renegotiation of statewide contracts for best pricing
 - Redistributing tasks from vacated positions through attrition